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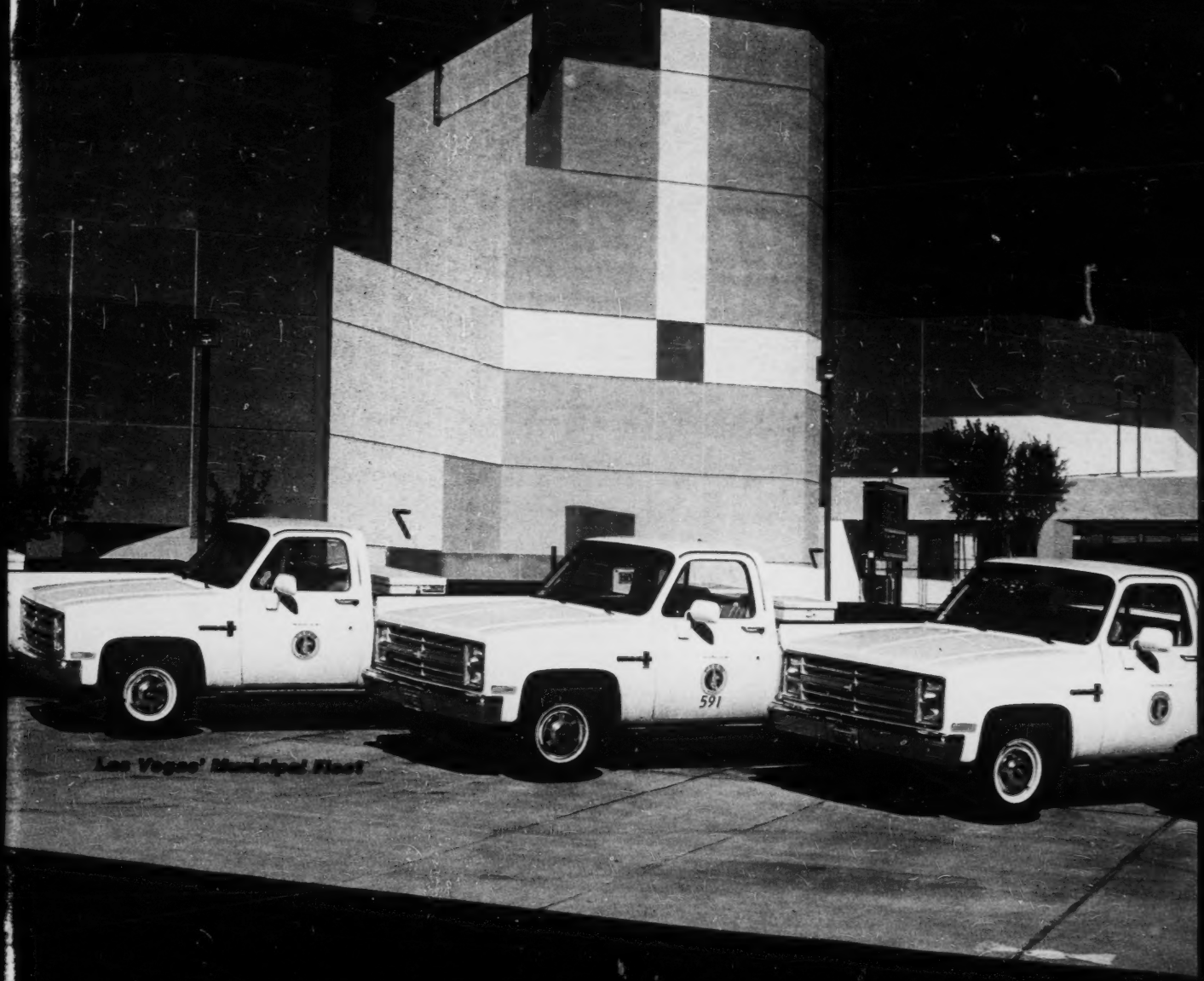
automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



Las Vegas' Municipal Fleet

SPECIAL LIGHT-TRUCK ISSUE

'87 Trucks, Statistics, and Specs

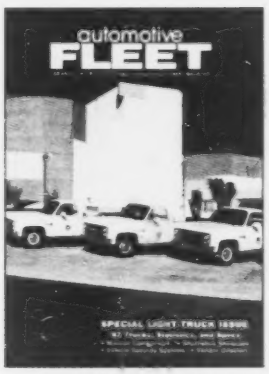
automotive
FLEET
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

DECEMBER 1986
VOL. 26, NO. 2

Influencing the management of 4,584,000 cars and 1,970,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets.

p. 62

p. 114



On the cover: 1986 Chevrolet Custom C-20s, key trucks in the fleet operated by the city of Las Vegas, NV, are shown at the city's Cashman Field complex in this photo by city photographer Margaret Mendez. Story on page 70.

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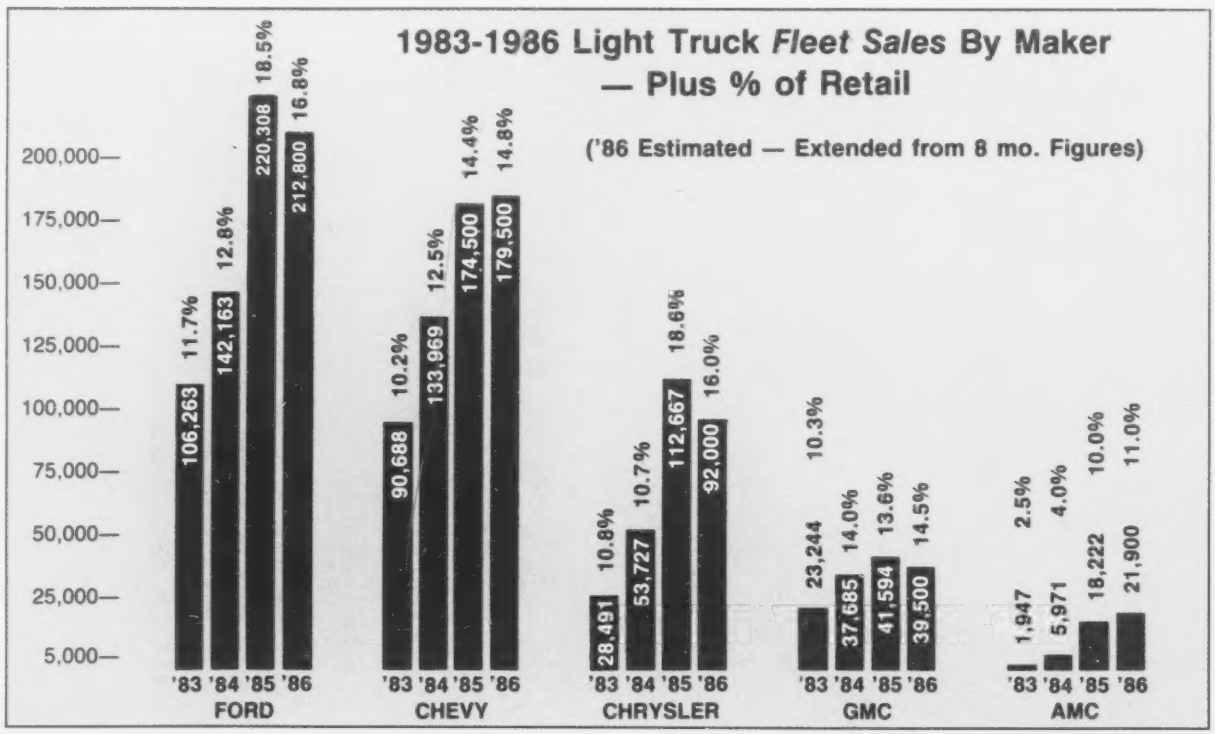
U.S. Light Truck Statistics

New 1978 to 1986 Light Truck Registrations Reported
National and Fleet Totals — class I, II & III

Source: Automotive Fleet *Research Dept.*

MAKE	1978	1979	1980	1981	1982	1983	1984	1985	1ST 8 MOS. 1986 CYTD	ESTIMATED 1986 CY TOTAL
Total	3,518,374	4,065,190	2,749,051	1,926,887	2,237,843	2,799,636	3,793,798	4,391,588	2,965,781	4,041,000
Fleet	351,926	558,430	435,910	294,475	317,017	294,633	455,742	670,801	446,985	657,100
% Fleet	*10.0*	*13.7*	*15.8*	*15.3*	*14.2*	*10.5*	*8.3*	*15.3*	*15.1*	*16.3*
CHEVY	1,233,932	1,832,454	1,114,847	619,997	726,358	891,125	1,072,231	1,209,012	798,770	1,216,000
	123,369	156,170	117,983	94,289	97,514	90,688	133,969	174,500	121,289	179,500
	9.99	*8.52*	*10.58*	*15.2*	*13.4*	*10.2*	*12.5*	*14.4*	*15.2*	*14.8*
FORD	1,219,693	1,185,000	795,000	648,804	689,941	905,846	1,111,832	1,189,053	848,985	1,267,000
	124,823	284,000	206,700	116,979	101,471	106,263	142,163	220,308	142,571	212,800
	10.23	*24.00*	*26.00*	*18.00*	*14.7*	*11.7*	*12.8*	*18.5*	*16.8*	*16.8*
GMC	283,540	236,750	141,744	128,615	186,257	224,718	268,858	305,379	197,894	272,000
	27,552	30,591	23,498	21,531	23,772	23,244	37,685	41,594	30,994	39,500
	9.72	*12.92*	*16.57*	*16.7*	*12.8*	*10.3*	*14.0*	*13.6*	*15.6*	*14.5*
DODGE & PLYMOUTH	396,268	400,945	347,138	181,308	228,232	263,667	503,967	606,388	366,156	575,000
	41,603	48,794	52,731	29,930	29,078	28,491	53,727	112,677	52,081	92,000
	10.50	*12.16*	*15.90*	*16.50*	*12.7*	*10.8*	*10.7*	*18.6*	*14.2*	*16.0*
AMC/JEEP	161,912	140,431	77,852	58,257	62,097	76,453	148,040	181,939	87,483	199,000
	21,979	20,875	11,498	3,246	3,816	1,947	5,971	18,222	9,470	21,900
	13.57	*14.86*	*14.76*	*5.60*	*6.1*	*2.5*	*4.0*	*10.0*	*10.8*	*11.0*
OTHER Incl. VW, Imports, etc.	210,274	258,017	294,529	317,250	344,958	437,797	687,074	103,500	88,650	111,400
	12,600	18,000	23,500	28,500	34,500	44,000	75,500	784,013	678,412	902,915
	6.0	*7.0*	*8.0*	*9.0*	*10.0*	*10.0*	*11.0*	*13.2*	*13.1*	*12.3*



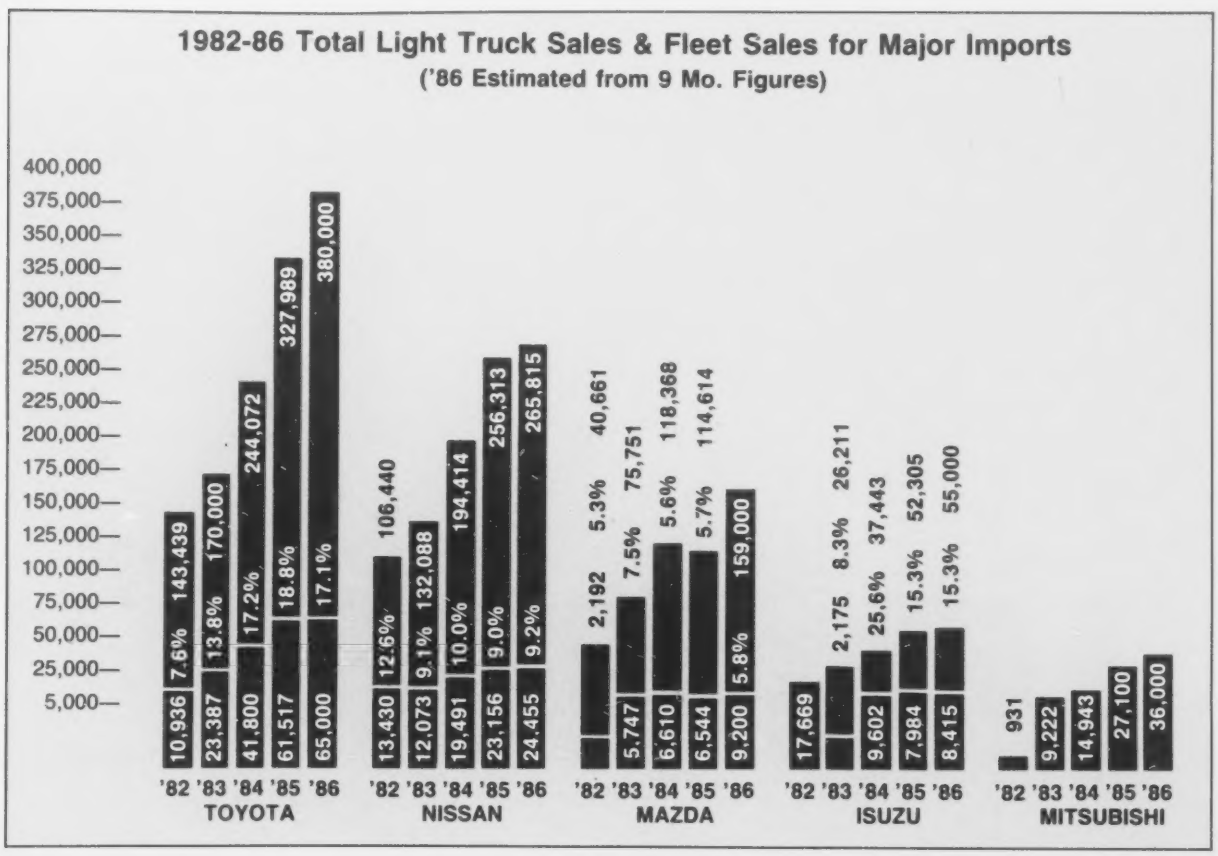
Import Light Truck Market Statistics

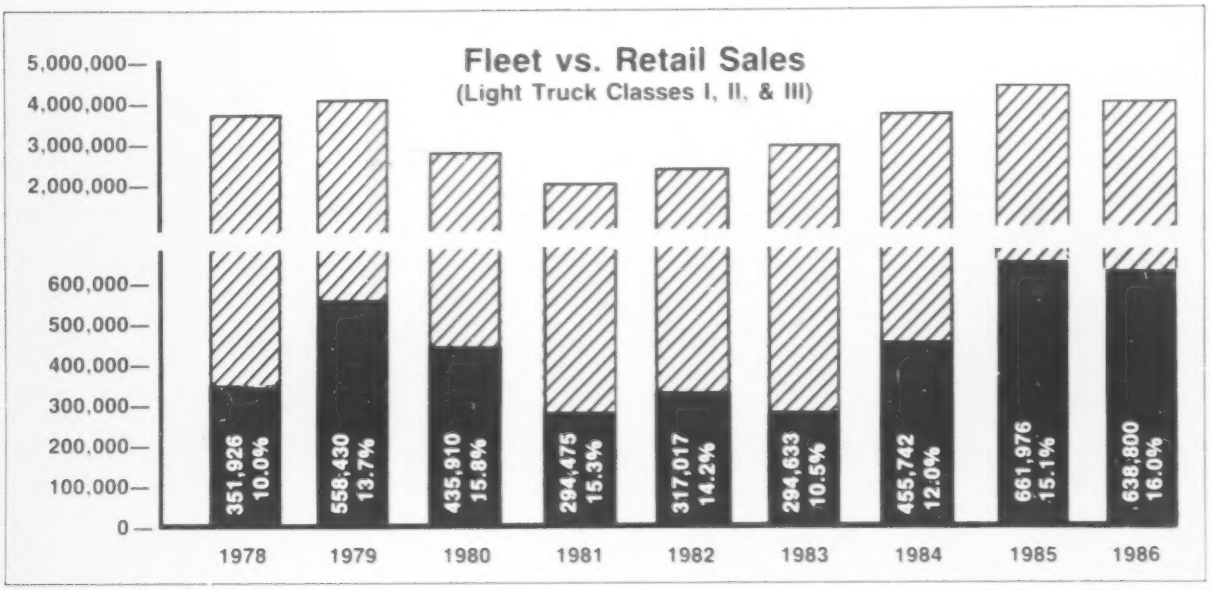
New 1979 to 1986 Light Truck Registrations Reported
Class I, II & III National and Fleet Totals

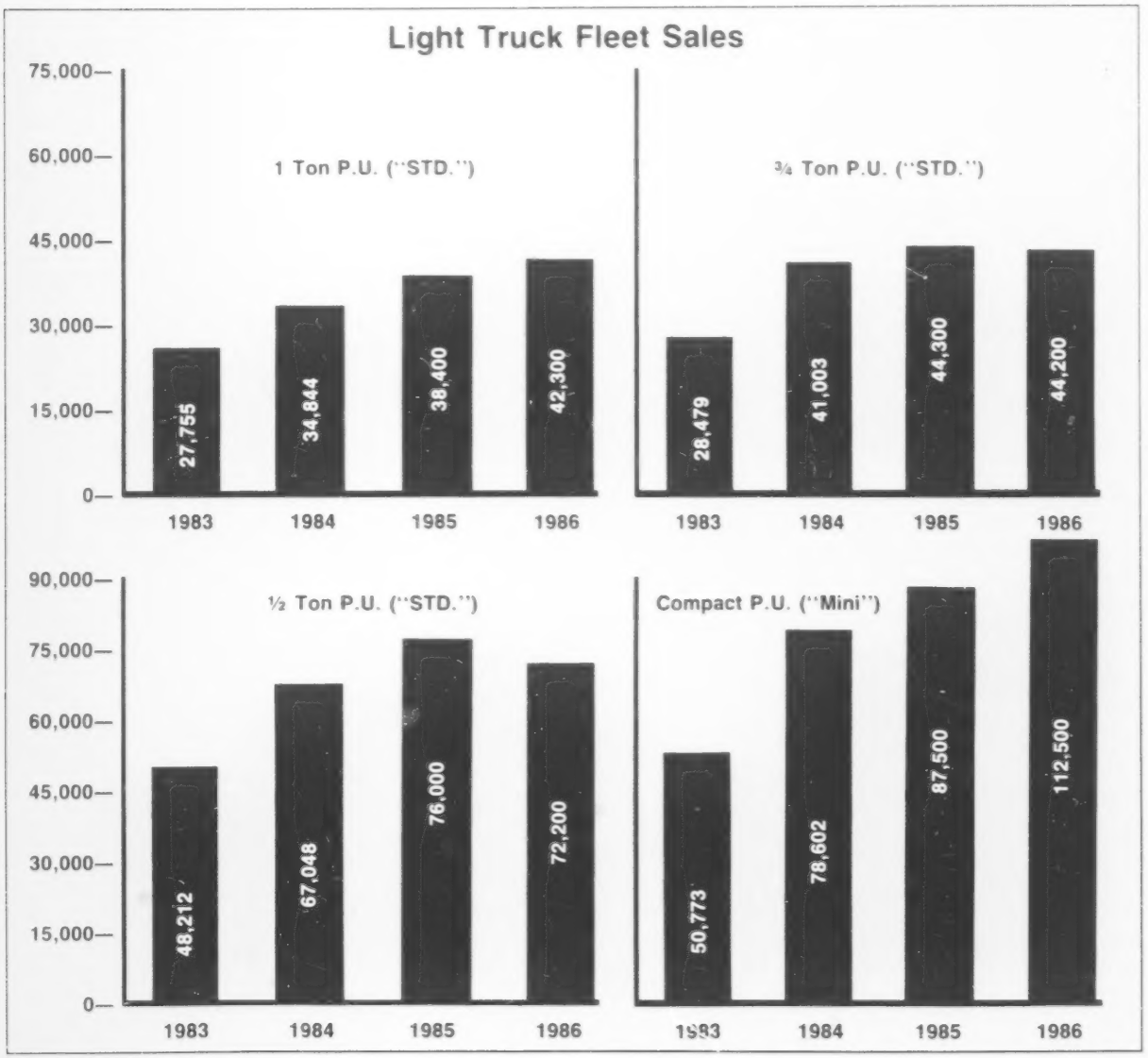
Source: Automotive Fleet *Research Dept.*

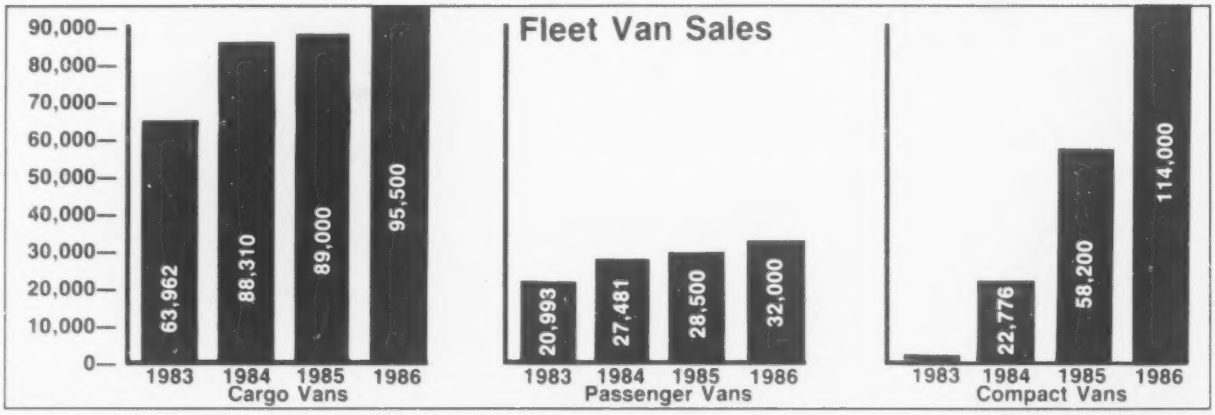
MAKE	1979	1980	1981	1982	1983	1984	1985	1ST 9 MOS. 1986 CYTD	ESTIMATED 1986 CY TOTAL
TOYOTA									
Total	130,648	131,648	130,379	143,439	170,000	244,072	327,989	290,878	380,000
Fleet	4,620	14,624	9,413	10,936	23,387	41,860	61,517	54,462	65,000
% Fleet	*3.53*	*11.1*	*7.2*	*7.6*	*13.8*	*17.2*	*18.8*	*18.7*	*17.1*
NISSAN	104,866	113,242	119,684	106,440	132,088	194,414	256,313	199,361	265,815
	6,046	8,045	6,184	13,430	12,073	19,491	23,156	17,942*	24,455
	5.76	*7.10*	*5.50*	*12.6*	*9.1*	*10.0*	*9.0*	*8.9*	*9.2*
MAZDA	8,302	8,775	16,798	40,661	75,751	118,368	114,614	118,438	159,000
				2,192	5,747	6,610	6,544	6,893	9,200
				5.3	*7.5*	*5.6*	*5.7*	*5.8*	*5.8*
AMERICAN ISUZU			9,959	17,669	26,211	37,443	52,305	41,222	55,000
					2,175	9,602	7,984	6,346	8,415
					8.3	*25.6*	*15.3*	*15.4*	*15.3*
MITSUBISHI				931	9,222	14,943	27,100	23,882	36,000
IVECO				2,563	2,800	2,457	3,166	1,548	2,100
ISUZU TRUCK (Class III)						—	2,526	3,083	5,000

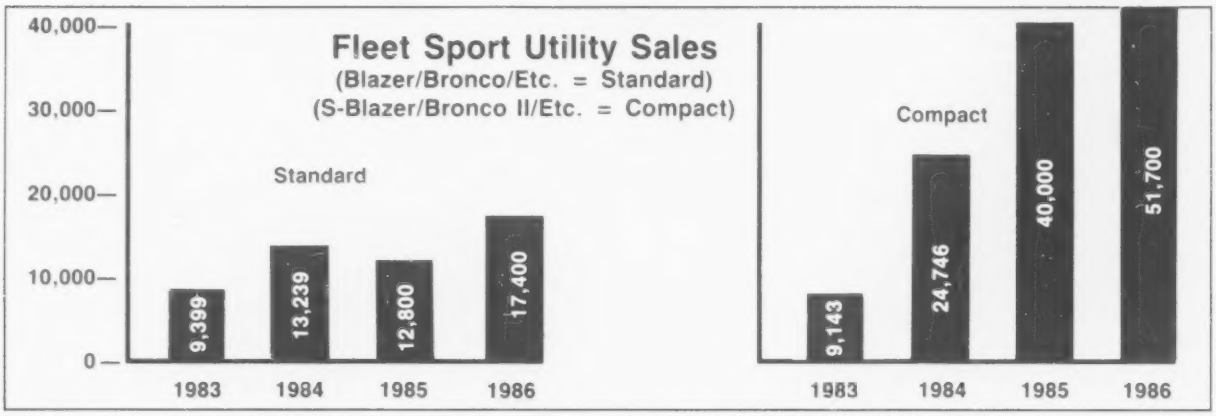
*Estimated

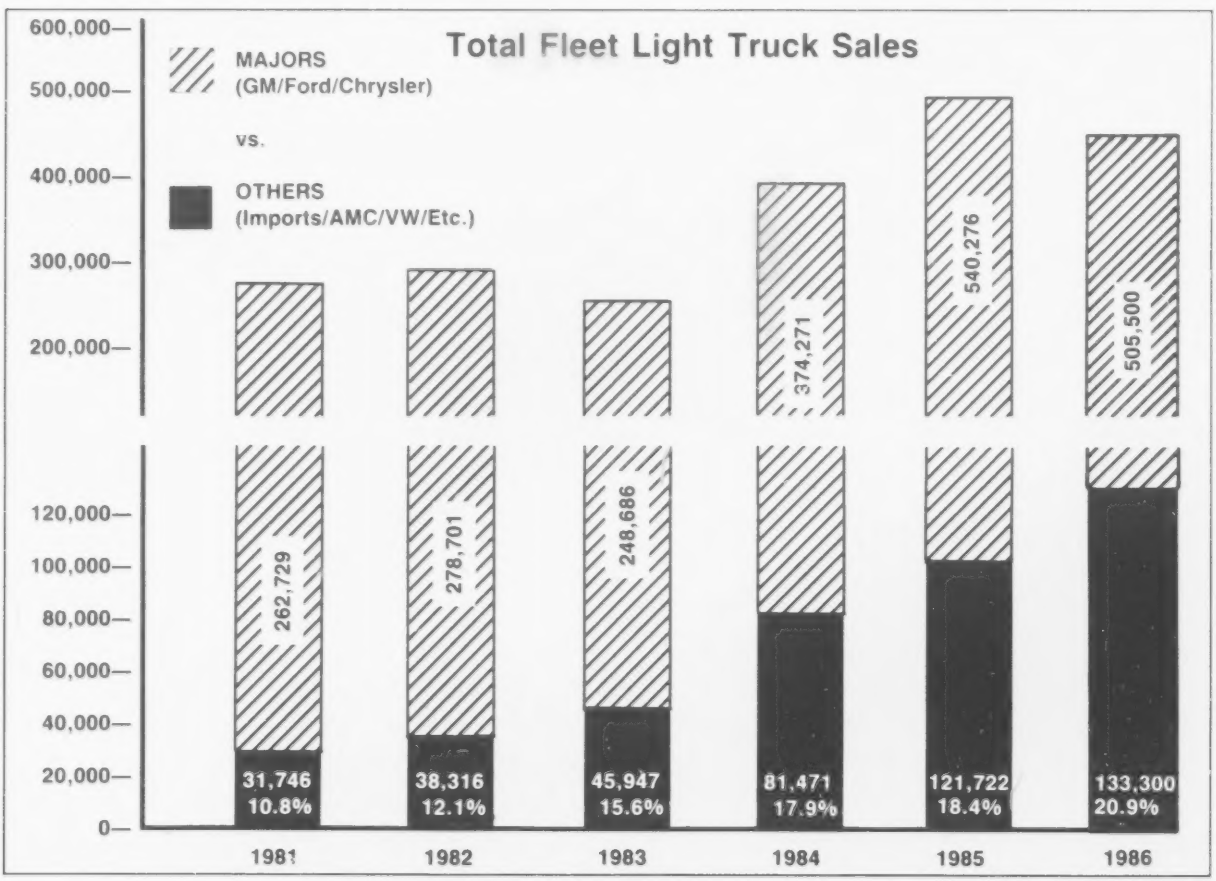



Fleet vs. Retail Sales
(Light Truck Classes I, II, & III)
5,000,000
4,000,000
3,000,000
2,000,000
600,000
500,000
400,000
300,000
200,000
100,000
0
351,926 10.0%
558,430 13.7%
435,910 15.8%
294,475 15.3%
317,017 14.2%
294,633 10.5%
455,742 12.0%
661,976 15.1%
638,800 16.0%
1978
1979
1980
1981
1982
1983
1984
1985
1986


Light Truck Fleet Sales
1 Ton P.U. ("STD.")
75,000
60,000
45,000
30,000
15,000
0
27,755
34,844
38,400
42,300
1983
1984
1985
1986
¾ Ton P.U. ("STD.")
28,479
41,003
44,300
44,200
1983
1984
1985
1986
½ Ton P.U. ("STD.")
90,000
75,000
60,000
45,000
30,000
15,000
0
48,212
67,048
76,000
72,200
1983
1984
1985
1986
Compact P.U. ("Mini")
50,773
78,602
87,500
112,500
1983
1984
1985
1986







Circle 123 on Inquiry Card →

Light Truck/Van Sales Statistics

RETAIL SALES OF NEW TRUCKS BY FRANCHISED DEALERS

Gross Vehicle Weight	1980	1981	1982	1983	1984	1985
0-6,000 lbs.						
Utility	50,842	36,389	50,735	253,823	369,883	428,656
Car-Type Pickup	49,696	37,080	25,305	26,170	25,699	24,420
Compact Pickup Domestic	25,525	59,431	359,177	433,167	560,378	625,358
Compact Pickup Import	228,878	159,551	95,277	55,143	52,894	70,317
Van	78,871	74,983	74,546	67,299	121,374	114,919
Mini Van	—	—	—	18	23,727	103,237
Conventional Pickup (Inc. extended & crew cabs)	544,959	520,180	485,977	445,370	632,401	644,367
Station Wagon (Truck Chassis)	—	—	—	8,394	61,623	85,591
Mini Passenger Carrier	—	—	—	8,174	168,774	300,963
Passenger Carrier	6,446	8,333	10,608	16,364	14,250	10,623
Total 0-6,000 lbs.	**985,947**	**895,947**	**1,101,525**	**1,313,922**	**2,031,003**	**2,408,451**
6,001-10,000 lbs.						
Utility	107,541	70,938	76,457	84,493	103,258	107,790
Van	172,045	168,469	207,466	311,207	264,997	261,050
Van Cutaway Chassis	19,918	21,662	30,951	45,228	54,954	56,122
Conventional Pickup (Incl. extended & crew cabs)	545,720	468,730	484,309	573,918	572,595	628,265
Station Wagon (Truck Chassis)	38,807	37,564	54,517	68,844	86,056	94,603
Passenger Carrier	65,917	56,964	74,992	76,985	84,838	86,765
Multi-Stop	24,867	25,622	31,771	45,924	57,540	45,620
Total 6,001-10,000 lbs.	**974,815**	**849,949**	**961,063**	**1,206,599**	**1,224,238**	**1,280,215**
10,001-14,000 lbs	**3,510**	**748**	**1,062**	**145**	**6,019**	**10,854**

U.S. TRUCK AND BUS FACTORY SALES BY BODY TYPE

	1979	1980	1981	1982	1983	1984	1985
Under 10,000 lbs. G.V.W.							
Pickup	1,623,875	931,093	933,809	1,141,050	1,278,099	1,494,770	1,461,914
Compact or Passenger							
Car Type	81,919	70,456	137,766	445,082	500,827	511,558	575,253
Conventional	1,541,956	860,637	796,043	695,968	777,272	983,212	886,661
Multi-Stop	30,111	20,966	28,637	32,036	47,465	62,984	44,898
Van	391,667	131,346	177,497	192,681	284,607	343,841	401,089
Station Wagon (on Truck Chassis)	136,678	60,634	65,895	88,418	117,931	214,269	240,806
Passenger Carrier	3,619	39,273	37,227	47,066	44,135	54,991	153,741
General Utility	295,642	126,687	136,810	153,230	396,718	507,431	550,977
Other	126,484	76,524	65,528	67,066	50,938	90,969	192,565
Total Under 10,000 lbs. G.V.W.	**2,608,076**	**1,386,523**	**1,445,403**	**1,721,547**	**2,219,893**	**2,769,275**	**3,045,990**
Over 10,000 lbs. G.V.W.							
Multi-Stop	21,706	5,648	793	797	485	5,061	4,635
Buses (Incl. School Bus Chassis)	32,498	34,385	27,295	26,260	26,212	32,437	33,533
Trucks with Fixed Cabs 96" BBC or Shorter	104,749	69,691	54,811	28,118	42,951	66,106	55,866
Trucks With Movable Cabs	76,640	46,365	35,259	34,845	37,347	59,870	45,805
Other Body Types	193,037	124,671	137,347	94,888	87,009	142,576	171,076
Total Over 10,000 lbs. G.V.W.	**428,630**	**280,760**	**255,505**	**184,908**	**194,004**	**306,050**	**310,915**
TOTAL	**3,036,706**	**1,667,283**	**1,700,908**	**1,906,455**	**2,413,897**	**3,075,325**	**3,356,905**

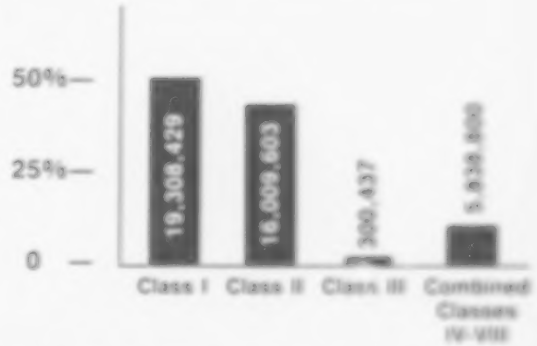
ircle 123 on Inquiry Card

U.S. FACTORY SALES OF DIESEL TRUCKS BY GROSS VEHICLE WEIGHT, POUNDS

TOTAL	6,000 & Less	6,001-10,000	10,001-14,000	Total Class I, II & III
1985	15,447	132,871	5,870	154,188
1984	17,329	128,925	—	148,254
1983	26,355	93,453	—	119,808
1982	47,973	74,929	—	122,902
1981	52,487	20,862	—	73,349
1980	72,501	4,973	—	77,474
1979	33,019	950	—	33,969
1978	35,019	990	—	36,009

Source: Motor Vehicle Manufacturers Assn. (MVMA)

U.S. FACTORY TRUCK SALES By GVW As Combined For years 1970-1985



Note: Classes I, II & III combined account for 85.9% for this period.

Source: Automotive Fleet Research Dept.

CHARACTERISTICS OF TRUCKS OWNED (In Thousands)

Characteristic	Total Trucks Number	Percent	10,000 Or Less, GVW
MAJOR USE			
Agriculture	4,248.8	16.2%	3,289.4
Forestry	217.5	0.8	111.8
Mining	139.0	0.5	70.2
Construction	1,764.9	6.7	1,237.9
Manufacturing	368.5	1.4	174.4
Wholesale and Retail Trade	2,027.9	7.7	1,252.2
For Hire (1)	653.8	2.5	104.0
Personal Transportation	14,260.6	54.4	14,108.7
Utilities	481.2	1.8	261.8
Services	1,641.3	6.3	1,371.4
All Other (2)	429.6	1.6	333.3
BODY TYPE			
Pickup, Panel, Multi Stop, or Walk-in	22,151.0	84.5%	21,714.9
Platform (3)	1,278.2	4.9	959.4
Platform With Added Device	333.1	1.3	96.3
Cattlerack	168.0	0.6	32.8
Insulated Nonrefrigerated Van	58.0	0.2	2.8
Insulated Refrigerated Van	152.5	0.6	6.1
Furniture Van	117.6	0.5	16.8
Open Top Van	30.0	0.1	2.3
All Other Vans	531.3	2.0	10.7
Beverage Truck	67.9	0.3	8
Utility Truck	256.7	1.0	108.6
Garbage and Refuse Collector	50.7	0.2	1.3
Winch or Crane	92.9	0.4	23.3
Wrecker	101.2	0.4	68.6
Pole and Logging	60.5	0.2	2.6
Auto Transport	15.1	0.1	8
Dump Truck	452.0	1.7	31.8
Tank Truck for Liquids	236.9	0.9	1.3
Tank Truck for Dry Bulk	34.8	0.1	—
Concrete Mixer	16.0	0.2	—
All Other (4)	27.1	0.1	4.3
ANNUAL MILES			
Less Than 5,000 Miles	6,279.7	24.0%	5,283.7
5,000 to 9,999 Miles	6,297.9	24.0	5,479.6
10,000 to 19,999 Miles	9,490.6	37.0	8,991.2
20,000 to 29,000 Miles	2,497.7	9.7	2,040.4
30,000 to 49,999 Miles	980.1	3.7	677.1
50,000 to 74,999 Miles	291.3	1.1	92.8
75,000 Miles or More	155.7	1.0	28.1
ACQUISITION			
Purchased New	12,411.7	47.6	10,480.1
Purchased Used	13,113.2	50.3	11,419.9
Leased and Not Reported (5)	617.3	2.4	488.2
TOTAL TRUCKS	**26,213.4**	—	22,388.3
TOTAL PERCENT	—	100.0%	85.4

(1) For-Hire includes for hire and daily rental.
(2) All Other includes other not in use and not reported.
(3) Platform includes low boy with depressed center and other platform.
(4) All Other includes other and not reported, boat transport and motor home puller.
(5) Leased from someone else and not reported were added together.

SOURCE: U.S. Bureau of the Census, *1977 Census of Transportation, Truck Inventory and Use Survey.*

Top Twenty-Five Business/Commercial Light-Truck & Van Fleets

'86	'85	Company	Contact	#Lt. Trucks and Vans
1	1	Sears, Roebuck and Co. Chicago, IL	William H. Jones III	13,800
2	3	Federal Express Corp. Memphis, TX	Jim Wheeler	13,400
3	2	Frito-Lay, Inc. Dallas, TX	Thomas L. Smith	11,500
4	4	Continental Baking Co. St. Louis, MO	P.J. Walsh	8,685
5	13	Xerox Rochester, NY	Ron Pink	7,148
6	5	ARA Services Philadelphia, PA	Ralph Jamic	5,080
7	8	Purolator Service, Inc. New Hyde Park, NJ	Jack Neusch	4,500
8	—	Allegheny Beverage Corp. Cheverly, Md	Jeff Mann	4,250
9	7	Interstate Brands Corp. Kansas City, MO	David Wiseman	3,663
10	6	Union Pacific System Omaha, NE	Don Dyer	3,600
11	10	Shell Oil Co. Houston, TX	Eunice Stigall	3,395
12	11	Rollins, Inc. Atlanta, GA	Charles Huffstetler	3,370
13	11	Goodyear Akron, OH	A.F. Spencer	3,200
14	20	Canteen Corp. Chicago, IL	Mark Klein	3,200
15	22	Union Carbide Corp. Danbury, CT	Walt Dzitko	3,000
16	14	Phillips Petroleum Co. Bartlesville, OK	James I. Grillot	2,992
17	9	AMOCO Chicago, IL	Richard Swanson	2,900
18	—	General Electric Louisville, KY	Vic Miska	2,794
19	16	Westinghouse Pittsburgh, PA	Lou Dobak	2,750
20	24	Honeywell Minneapolis, MN	Connie Wesley	2,708
21	17	Burlington Northern RR St. Paul, MN	John Long	2,700
22	18	Exxon Co. U.S.A. Houston, TX	John Dewees	2,700
23	—	Ashland Petroleum Co. Ashland, KY	Bill Bloss	2,594
24	15	Tenneco, Inc. Houston, TX	J.R. "Jack" Gudelman	2,511
25	23	American Bakeries Charlotte, NC	R.G. Kearns	2,400

Source: *Automotive Fleet* Research Department

Top Twenty-Five Utility Light-Truck & Van Fleets

'86	'85	Company	Contact	#Lt. Trucks and Vans
1	1	Bell South Services, Inc. Atlanta, GA	Larry Ross	18,000
2	2	Southwestern Bell St. Louis, MO	Elizabeth Towns	15,153
3	3	Pacific Bell San Francisco, CA	Roger Weaver	9,357
4	4	Pacific Gas & Electric San Francisco, CA	Bill Elby	7,086
5	5	General Telephone of California, Pomona, CA	Darryl Meekhof	6,998
6	7	Continental Telephone Atlanta, GA	George Weimer	6,151
7	6	New York Telephone Brooklyn, NY	Lindsay Payne	6,146
8	9	Mountain Bell Denver, CO	Scott Madsen	5,271
9	11	Gen'l. Tel. of Southwest San Angelo, TX	John Riordan	2,994
10	14	Amer. Elec. Power Serv. Columbus, OH	Dick Stage	2,815
11	15	So. California Edison Pomona, CA	Dennic Stewart	2,190
12	10	Bell Tel. & Diamond State Tel., Philadelphia, PA	Robert Fisher	2,455
13	8	New England Tel. & Tel. Boston, MA	Bruce Dickey	2,400
14	12	General Tel. Co. of Florida Tampa, FL	Douglas L. Carr	2,398
15	13	Pacific N.W. Bell Seattle, WA	Mike Harris	2,297
16	18	Consumers Power Co. Jackson, MI	John Schafer	1,940
17	19	SNET Company New Haven, CT	G. Welker	1,830
18	17	Public Service Electric & Gas Co., Newark, NJ	G.T. Ela	1,694
19	20	General Public Utility Parsippany, NJ	Jim Williams	1,594
20	21	Columbia Gas Dist. Co. Columbus, OH	Timothy L. Weber	1,516
21	22	Public Service Co. of Colorado, Denver, CO	R. Fields	1,500
22	16	Florida Light & Power Miami, FL	Donald Wheeler	1,351
23	23	Bell Tel. of Pennsylvania Pittsburgh, PA	E.N. Ripper	1,187
24	24	Michigan Consolidated Gas Co., Detroit, MI	J. Pilotto	826
25	25	Public Services of Indiana, Plainfield, IN	Mike Hesson	682

Source: *Automotive Fleet* Research Department

USED CARS

The following are average car prices ending November 5, 1986. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

Model	Average Auction Price Zone 1	Zone 2	Zone 3
83 AMC ALLIANCE			
Sdn 4 Dr L Series	2429	2454	2380
83 AMC CONCORD			
Sdn	2638	2665	2585
Sta Wgn	2785	2813	2700
83 BUICK SKYLARK			
Sdn Custom	3134	3166	30[illegible]
82 BUICK SKYLARK			
Sdn	2556	2582	2505
83 BUICK REGAL			
Sdn	4631	4678	4539
Cpe	4763	4811	4668
82 BUICK REGAL			
Turbo Cpe	4120	4162	4038
Cpe	3989	4030	3909
83 BUICK CENTURY			
Sdn Custom	4496	4541	4406
82 BUICK CENTURY			
Sdn Custom	3704	3742	3630
83 CADILLAC			
Cpe DeVille	7521	7596	7371
Sdn DeVille	7478	7553	7328
82 CADILLAC			
Cpe DeVille	5980	6040	5861
Sdn DeVille	5938	5997	5818
83 CHEVY			
Chvt Htchbk 4 Dr	2333	2357	2287
Camaro Cpe 8	5087	5138	4985
82 CHEVY			
Chvt Htchbk 4 Dr	1851	1870	1813
Camaro Cpe 8	4367	4411	4280
83 CHEVY CELEBRITY			
Sdn	3982	4022	3903
82 CHEVY CELEBRITY			
Sdn	3255	3287	3190
83 CHEVY CAVALIER			
Sdn	3186	3218	3122
82 CHEVY CAVALIER			
Sdn	2363	2387	2316
83 CHEVY CITATION			
Cpe 6	2389	2413	2341
82 CHEVY CITATION			
Cpe 6	1841	1860	1804
83 CHEVY MALIBU			
Clas Sdn	3672	3709	3598
Clas Sta Wgn	3825	3863	3748
82 CHEVY MALIBU			
Clas Sdn	3042	3072	2981
Clas Sta Wgn	3176	3207	3113
83 CHEVY MONTE CARLO			
Cpe	4765	4813	4670
82 CHEVY MONTE CARLO			
Cpe	3841	3879	3764
83 CHEVY IMPALA			
Sdn	4224	4266	4139
82 CHEVY IMPALA			
Sdn	3232	3264	3167
Wgn 9	3359	3393	3292
83 CHEVY CAPRICE			
Sdn	4803	4851	4706
Sta Wgn	4969	5019	4870
83 CHRYSLER			
E-Class Sdn	3967	4006	3887
82 CHRYSLER			
New Yorker Sdn	4710	4758	4616
83 DODGE OMNI			
4 Dr Cust	2637	2664	2584
82 DODGE OMNI			
4 Dr Cust	1987	2007	1947
83 DODGE ARIES			
Cpe	2606	2632	2554
82 DODGE ARIES			
Sdn	1973	1992	1934
83 DODGE DIPLOMAT			
Sln Sdn	3185	3217	3121
82 DODGE DIPLOMAT			
Sln Sdn	2542	2568	2491
83 FORD FAIRMONT			
Futura 6-Cyl Sdn 4 Dr	2780	2808	2724
82 FORD FAIRMONT			
Futura Sdn 4 Dr	2166	2187	2123
83 FORD MUSTANG			
L-Cpe 4	3673	3710	3599
82 FORD MUSTANG			
L-Cpe 4	2892	2921	2834
83 FORD LTD			
Sdn	3189	3221	3125
82 FORD LTD			
Sdn	3271	3304	3206
83 FORD ESCORT			
Htchbk 4 Dr	2594	2620	2542
83 FORD CROWN VIC			
Sdn	5399	5453	5290
82 FORD CROWN VIC			
Sdn	3875	3914	3797
83 FORD THUNDERBIRD			
Cpe	4970	5020	4871
82 FORD THUNDERBIRD			
Cpe	3725	3762	3650
83 LINCOLN CONTINENTAL			
Sdn	9649	9746	9456
Mark VI Cpe	9779	9877	9584
82 LINCOLN CONTINENTAL			
Sdn	7616	7692	7463
Mark VI Cpe	7808	7886	7651
83 MERCURY COUGAR			
Cpe	5057	5107	4956
82 MERCURY COUGAR			
GS Cpe	2640	2667	2587
83 MERCURY LYNX			
HtchBk 2-Dr	2562	2587	2511
83 MERCURY MARQUIS			
Sdn	3228	3260	3163
82 MERCURY MARQUIS			
Sdn	3584	3620	3513
Wgn-2S	3696	3733	3622
83 OLDS CIERA LS			
Cpe	4432	4477	4344
Sdn	4489	4534	4399
83 OLDS CUTLASS SUPREME			
Cpe	5040	5090	4940
Sdn	4899	4949	4802
82 OLDS CUTLASS SUPREME			
Sdn	4042	4083	3962
Cpe	4200	4242	4116
83 OLDS DELTA 88			
Sdn	4756	4803	4660
82 OLDS DELTA 88			
Sdn	4869	4917	4771
83 OLDS DELTA 98			
Sdn	6560	6626	6429
82 OLDS DELTA 98			
Sdn	5196	5248	5092
83 OLDS OMEGA			
Sdn	3134	3166	3071
82 OLDS OMEGA			
Sdn	2556	2582	2505
83 OLDS FIRENZA			
Sdn	3536	3566	3459
82 OLDS FIRENZA			
Sdn	2857	2886	2800
83 PLYMOUTH HORIZON			
4 Dr Htchbk	2577	2603	2525
83 PLYMOUTH RELIANT			
Cpe	2614	2640	2562
82 PLYMOUTH RELIANT			
Cpe	1957	1977	1918
83 PONTIAC FIREBIRD			
Cpe 8	5115	5166	5013
83 PONTIAC 6000			
Cpe	4102	4143	4020
Sdn	4156	4197	4073
82 PONTIAC 6000			
Cpe	3374	3407	3307
83 PONTIAC GRAND PRIX			
Cpe	4916	4965	4818
83 VOLKSWAGEN JETTA			
4 Dr Sdn	4203	4242	4161
82 VOLKSWAGEN JETTA			
4 Dr Sdn	3405	3439	3372
83 VOLKSWAGEN L SERIES			
2 Dr Htchbk	3077	3108	3046
82 VOLKSWAGEN RABBIT			
2 Dr Htchbk	2293	2314	2269
83 DATSUN			
Sentra 2 Dr Std Sdn	2518	2543	2494
Stanza Hbk 4 Dr Dlx	3468	3502	3433
82 DATSUN			
210 Std 2 Dr	1816	1834	1799
Sentra 2 Dr	2056	2078	2038
Stanza Hbk 4 Dr Dlx	2798	2826	2769
83 TOYOTA			
Corolla Sedan 2 Dr	3188	3220	3157
Celica St	4564	4610	4520
Camry Sedan	5183	5236	5133
82 TOYOTA			
Corolla 2 Dr Sdn	2524	2550	2499
Celica St Cpe	3726	3763	3687

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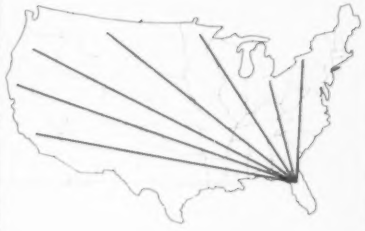

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Sioux City, IA	99.0	79.0
Chicago, IL	112.8	83.9
Hutchinson, KS	94.4	71.4
St. Louis, MO	108.0	69.3
Las Vegas, NV	112.9	77.9
Niagara Falls, NY	96.4	75.9
York, PA	116.4	79.4
Charleston, SC	114.9	80.4
Houston, TX	109.0	64.5
Norfolk, VA	115.9	82.4
Everett, WA	107.9	77.9

Survey conducted during the first five working days of November 1986.
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